

# Federal Biobased Products Preferred Procurement Program (FB4P) Process for Industry Investigation

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## Designation Item

This section details the item that has been investigated for designation in the FB4P.

**Item Investigated:** Adhesive / Mastic Removers

**Item Description:** Mastic and adhesive removers represent that group of industrial solvent products formulated for use in removing tape, gum, mastic and adhesives from various surface types. Products in this item eliminate the need to sand and grind glue and adhesives from parts, floors, or walls, significantly reducing job-hours required on a project. Biobased mastic and adhesive removers are typically formulated from natural soy-based or citrus-based feed stocks and contain little to no hazardous ingredients.

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## Industry Investigation

There are four main sources of information used to gather data about items for designation. These include Internet search engines, the Thomas Register, industry associations, and biobased industry contacts. Each of these sources provides different results. The Internet search engines and the Thomas Register provide many results when a keyword is entered. However, when investigating products through the industry associations and biobased industry contacts, the results tend to be product or company specific. A lengthy, but thorough list of biobased companies which product the designation item can be developed best by utilizing all four information sources.

### Internet Search Engines

When searching the Internet, each search engine utilizes a different algorithm to find related topics. To maximize results and ensure correct data, keywords are entered into several search engines. Primary search engines include Google, Yahoo, WebCrawler and Meta Crawler.

Search Engine	Keywords	Results
Google	Mastic Removers Mastic Cleaners Mastic Solvents Adhesive Solvents Adhesive Removers Adhesive Cleaners Glue Solvents Glue Cleaners Glue Removers	<a href="http://www.citrusdepot.biz">www.citrusdepot.biz</a> <a href="http://www.envirosafemfg.com">www.envirosafemfg.com</a> <a href="http://www.bkwenvironmental.com">www.bkwenvironmental.com</a> <a href="http://www.aramsco.com">www.aramsco.com</a>
Yahoo	See Previous	<a href="http://www.graylingindustries.com">www.graylingindustries.com</a> <a href="http://www.questsafety.com">www.questsafety.com</a> <a href="http://www.sspenviro.com">www.sspenviro.com</a> <a href="http://www.rapidtac.com">www.rapidtac.com</a>
Alta Vista	See Previous	<a href="http://www.ndclean.com">www.ndclean.com</a> <a href="http://www.gent-l-kleen.com">www.gent-l-kleen.com</a> <a href="http://www.concretesealants.com">www.concretesealants.com</a>

## Thomas Register

The Thomas Register, a free web service found at <http://www.thomasregister.com/>, provides a database of over 173,000 companies that can be searched by company name, product name or keyword. Each result contains contact information and may also include other useful information such as a product catalog.

Keyword	Results
Mastic Remover	<a href="http://www.citrusdepot.biz">www.citrusdepot.biz</a> <a href="http://www.fox-ind.com">www.fox-ind.com</a>
Adhesive Remover	<a href="http://www.jayneproducts.com">www.jayneproducts.com</a>
Glue Remover	Ellsworth Adhesives <a href="http://www.kor-chem.com">www.kor-chem.com</a> <a href="http://www.i-chem.com">www.i-chem.com</a> <a href="http://www.prochemproducts.com">www.prochemproducts.com</a>

## Industry Associations

Industry associations provide a good source to identify potential manufacturers, determine additional keywords for internet searches, and provide general descriptions of products within an item. Many associations maintain official websites with lists of member organizations and in some cases catalogs of available products.

Association Investigated / Contacted	Results
Biobased Manufacturers Association United Soybean Board Solvents Industry Association American Solvents Council Adhesive and Sealants Council Association of the Wall and Ceiling Industry	<a href="http://www.franmar.com">www.franmar.com</a> <a href="http://www.bioforceinc.com">www.bioforceinc.com</a> <a href="http://www.soyclean.biz">www.soyclean.biz</a> <a href="http://www.vertcbiosolvents.com">www.vertcbiosolvents.com</a>

## Biobased Company Contacts

Company contacts come as a result of interaction with government officials, researchers, and industry representatives. FB4P staff follow-up on personal referrals or potential leads to possible biobased products.

Company	Contact Person	Results
Franmar Chemicals	Dan Brown	Bean-e-doo Mastic Remover Automotive Molding Adhesive Remover
SoyClean	Rusty Clayton	Soyclean Adhesive Mastic and Paint Stripper

## Conclusion

The results from the four information sources indicate that 11 manufacturing companies in the United States are currently producing Adhesive/Mastic Removers that may be considered for inclusion in the Federal Biobased Products Preferred Procurement Program.